

Message Text

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PAGE 01 ZAGREB 00008 140725Z

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ACTION COME-00

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FM AMCONSUL ZAGREB

TO PHILIPP BROTHERS

DIVISION OF ENGELHARD MINERALS AND CHEMICALS CORPORATION

299 PARK AVENUE, NEW YORK, NEW YORK

TELEX: PHIBRO NYK 223021

INFO SECSTATE WASHDC 2897

AMEMBASSY BELGRADE

UNCLAS ZAGREB 0008

E.O. 11652 N/A

TAGS: BGEN, YO

SUBJECT: THREATENED EXPORT CANCELLATION

1. MAJOR YUGOSLAV EXPORT-IMPORT FIRM, ELEKTROTEHNA LJUBLJANA, STATES YOUR SUBSIDIARY IN AMSTERDAM HAS FAILED REPLY TELEXES AND LETTER SENT DURING PAST FOUR WEEKS IN WHICH ELEKTROTEHNA SEEKS ACKNOWLEDGMENTCANCELLATION OF ITS ORDER OF DELIVERY

IN VRH 1975 OF 260,000 PIECES MAGNETIC TAPE FOR WHICH IT OPENED IRREVOCABL BL/C IN VALUE 5.4 MILLION SWISS FRANCS ON JULY 24, 1974. ELEKTROTEHNA HAD BEEN ACTING ON BEHALF OF ZAGREB FIRM "JASEN," DOMESTIC TRADING COMPANY. REPORTEDLY TAPES WERE BEING MANUFACTURED IN LOS ANGELES BY FIRM "BBH," BUT WERE TO BE INVOICED FROM ZUG, SWITZERLAND, UNDER BRAND NAME "MAGTAPE." SALE OF TAPES APPARENTLY LINKED CONTRACTUALLY TO DOLS 2 MILLION PURCHASE WELDED STEEL PIPE AND CONSTRUCTION STEEL BY PHILIPP BROTHERS FROM "JASDW" VIA ELEKTROTEHNA. MR. HOFMAN OF YOUR AMSTERDAM OFFICE SAID TO HAVE ORGANIZED TRANSACTION.

2. JASEN/ELEKTROTEHNA REPORTEDLY ISSUED CANCELLATION ("STORNO") DECEMBER 11, 1974, AFTER YOUR FIRM HAD FAILED TO OPEN L/C FOR DOLS 2 MILLION FOR COUNTERPURCHASES DESCRIBED ABOVE. ELEKTROTEHNA
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ALSO EXPRESSED CONCERN TO US REGARDING QUALIFICATIONS OF TAPE

MANUFACTURER AND RAISED QUESTION OF US ORIGIN SINCE IT UNABLE
TO OBTAIN REFERENCES ON ANY FIRM NAMED "BBH" IN LOS ANGELES
AREA.

3. ELEKTROTEHNA LETTER TO US STATES THAT IT INTERPRETS PHILIPP
BROTHERS
AMSTERDAM'S CONTINUED SILENCE AS "TACIT ACQUIESCENCE" TO ITS
CANCELLATION. FIRM ASKS THAT WE ENCOURAGE YOU TO FORMALLY
ACKNOWLEDGE CANCELLATION. WE FURTHER CONSIDER IT RELEVANT TO INFORM
YOU
SINCE INFORMATION OBTAINED INDICATES SUBSTANTIAL
US EXPORT--APPARENTLY INVOLVING SOME MANUFACTURING LEAD
TIME--MAY BE ADVERSELY AFFECTED. WE WOULD APPRECIATE HEARING
YOUR POSITION ON THE STATUS OF THE TRANSACTION. PLEASE INFORM
ERWIN VON DEN STEINEN, COMMERCIAL OFFICER, AMERICAN CONSULATE
GENERAL ZAGREB, TELEX YU AMCON 21180.
KAISER

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